

## Message Text

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PAGE 01 STATE 234597

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-06 RSC-01 /020 R

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DRAFTED BY: BIC/OIM/COM/214/KLINE

APPROVED BY: EB/OCA/REP:BEBYRON

BIC/OIM/214/BASSETT

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P 242028Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY BONN PRIORITY

UNCLAS STATE 234597

E.O. 11652: N/A

TAGS: BEXP BFOL GW

SUBJ: GLOBAL MARKET RESEARCH: AAS RESEARCH GAP

REF: STATE 232178

1. AS INDICATED REF REQUIRE REMEDIAL ACTION BY MARSHALL ON RESEARCH REPORT. IN ADDITION TO TABLE 1, ALSO REQUIRE TABLE 4, "SUMMARY OF MARKET PROSPECTS FOR AVIATION SUPPORT EQUIPMENT". ESTIMATED VALUES TO NEAREST DOLLARS HUNDRED THOUSAND FOR TABLE 1, AND TABLE 4 PROPORTIONS AND MARKET SHARES TO NEAREST FIVE OR TEN PERCENT ADEQUATE FOR OUR PURPOSES. (THESE TABLES REQUIRED BY SPEC 3.21.01 AND 3.23.02 RESPECTIVELY). TABLE 1 AND 4 DATA MUST BE IN COMMERCE HANDS BY COB OCT 29 RPT OCT 29 VIA PRIORITY CABLE OR TELCON.

2. ALSO REQUIRE FOLLOWING ADDITIONAL INFORMATION WHICH MUST BE IN COMMERCE HANDS NOT LATER THAN COB NOV 11 RPT NOV 11:

A. PER SPECS 3.22.01: IN VIEW NON-AVAILABILITY AVIONICS IMPORTS DATA REQUIRE BEST ESTIMATE FOR YEAR 1973 IMPORTS OF AIRBORNE AND GROUND AVIONICS, RESPECTIVELY,

(1) U.S. PERCENT SHARE OF IMPORT MARKET AND (2) IDENTITY OF PRINCIPAL FOREIGN COMPETITOR AND ITS ESTIMATED PERCENT SHARE. AS FOR TABLE 4 ABOVE, ESTIMATES TO NEAREST FIVE OR TEN PERCENT WILL SUFFICE.

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B. PER SPECS 3.32.01: TABLE 6 MUST BE COMPLETED WITH ESTIMATES MADE FOR AIRCRAFT MOVEMENTS AND MAIL/FREIGHT VOLUMES.

3. ACKNOWLEDGE MARSHALL DISCLAIMERS REGARDING CERTAINTY/AVAILABILITY REQUIRED DATA. ABOVE ARE MINIMUM ESSENTIAL TO PRODUCE MARKET SURVEY AND ARE NON-NEGOTIABLE. THEIR PUNCTUAL SUBMISSION NECESSARY TO AVOID DEFAULT. INGERSOLL

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## Message Attributes

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**Review Authority:** cunninfx  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 MAR 2002  
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30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
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**TAGS:** BEXP, BFOL, GE  
**To:** BONN  
**Type:** TE  
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